



Jesse Thomas
President, South Division

WellCare Health Plans, Inc.
The WellCare Group of Companies

May 3, 2011

Ruth Kennedy
Medicaid CCN Director
Louisiana Department of Health and Hospitals
628 North 4th Street
Baton Rouge, Louisiana 70821-9030

Dear Ms. Kennedy:

RE: Notice of Intent to Propose-RFP# 05PUR-DHHRFP-CCN-P-MVA

On behalf of WellCare of Louisiana, Inc., please accept this correspondence as notice of our intention to propose in response to the Request for Proposal (RFP) # 05PUR-DHHRFP-CCN-P-MVA - Medicaid Prepaid Coordinated Care Network Program (CCN-P), issued and administered by the Louisiana Department of Health and Hospitals (DHH).

WellCare of Louisiana, Inc. has operated as a health maintenance organization in Louisiana in 2004, and began serving WellCare Medicare Advantage Coordinated Care Plan members in the state since 2005. In 2006, our affiliate, WellCare Prescription Insurance, Inc. began serving Medicare Prescription Drug Plan members in Louisiana. We currently serve 3,752 Medicare Advantage and 9,871 prescription drug members in Louisiana.

WellCare of Louisiana, Inc.'s parent company, WellCare Health Plans, Inc., is one of the nation's largest health care companies dedicated solely to Medicaid and Medicare beneficiaries. WellCare Health Plans, Inc. currently serves over two million enrollees nationwide and offers a variety of products including prescription drug, Medicare Advantage, and Medicaid health plans for families, children and the aged, blind and disabled, including nursing home level-of-care recipients. Our mission is to be the leader in government-sponsored healthcare programs in partnership with the enrollees, providers, and government agencies that we serve.

Mailing Address:
211 Perimeter Center Parkway, NW
Suite 800
Atlanta, Georgia 30346

Telephone: 678-327-0939 ext. 0971
Direct: 678 327-0971
Fax: 813- 283-3494
Email: Jesse.Thomas@wellcare.com

Per Section 1.7 of the RFP, below is a summary of key information requested for inclusion in the Notice of Intent to Propose:

1.7.1.1 – Company Name

WellCare of Louisiana, Inc.

1.7.1.2 - Geographic Service Area (GSA)

WellCare of Louisiana, Inc. intends to propose to provide services within the following regions, under DHH's 3 phase planned implementation:



GSA A: Regions 1, 9
GSA B: Regions 2, 3, 4
GSA C: Regions 5, 6, 7, 8

1.7.1.3 - Primary Contact

Teresa Smith, Vice President Business Development, will serve as the primary contact for WellCare's participation in the CCN-P. Ms. Smith has substantial experience working with various states on Medicaid reform and program implementations, which will be valuable during this process.

1.7.1.3 – Contact Information for Primary Contact

Teresa D. Smith, VP - Business Development
WellCare Health Plans, Inc.
8725 Henderson Road, Ren 1
Tampa, Florida,
Office: (813)206-1040
Blackberry/Cell: (813)523-6750
Fax: (813)283-5560

We look forward to serving the State of Louisiana and supporting DHH efforts to improve the overall health status of its populations served.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jesse Thomas", written over a blue circular stamp or seal.

Jesse Thomas
President, South Division

cc: Alec Cunningham, Chief Executive Officer
Timothy Susanin, Sr. Vice President & General Counsel
Teresa D. Smith, VP. Business Development